

Making Your Own Luck – Winning New Business in Times of Change

Your greatest asset is your existing relationships and many of these relationships have the potential to open dozens of new doors for new opportunities for you. In times of change it is often time for a change.

Gain tools and techniques to turn more of your potential into profit and more of your delighted customers into raving fans and referral partners for new business.

- Uncover modern prospecting techniques to win new opportunities.
- Discover rejection free openings to make more of your conversations count.
- Learn exactly when and how to effectively ask for referrals.
- Discover the secret to controlling the conversation to result in an endless supply of warm introductions.
- Craft your own portable story so others talk about you with more confidence.
- Uncover how you can create referable moments for your customers that result in you becoming REMARKABLE.